

October 16, 2018

The Honorable Ajit Pai
Chairman
Federal Communications Commission
445 12th Street, SW
Room TW-A325
Washington, DC 20554

**In the Matter of: Nomination for Universal Service Administrative Company Board of Directors, CC
Docket Nos. 97-21 and 96-45**

Dear Chairman Pai:

I am writing to nominate Brent Fontana to the Universal Service Administrative Company (USAC) Board of Directors to serve as the representative for rural healthcare providers that are eligible to receive supported services pursuant to Section 54.601.

Mr. Fontana has served on the Board since 2015 and on its Schools and Libraries and Rural Health Care committees. As his attached resume demonstrates, Mr. Fontana has a long history in the cloud computing and telecommunications industries with specific expertise in fiber optic network development, voice network services, and carrier network interconnections that uniquely qualify him for continued service on the USAC Board.

In his current capacity at Amazon Web Services, Mr. Fontana engages with a wide variety of state and local anchor institutions that put him in a unique position to promote the modernized Universal Service E-Rate program. Additionally, he meets with a variety of state, local, and industry stakeholders regularly to expand his knowledge of dark fiber networks, to educate these stakeholders about network self-construction, and to explore ways to increase access to high speed connectivity services for the cloud computing industry and its many beneficiaries, including rural healthcare providers and other business, non-profit, education and government customers. Mr. Fontana has spent many years in planning and deploying voice and data telecommunication networks and services. This experience makes him an ideal candidate to continue to serve on the USAC Board.

Please let me know if I can provide any additional information.

Sincerely,

DocuSigned by:

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Chris Vonderhaar
Vice President, AWS Infrastructure

cc: Charles Tyler, Wireline Competition Bureau

BRENT FONTANA
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Boulder, CO 80305 brent.fontana@gmail.com
Phone (303) 396-2869

SUMMARY - Strong telecommunications operator with a diverse background and extensive understanding of both wireline and wireless technologies. Over ten years of experience managing large scale programs leveraging cross-functional teams and relationships. Deep understanding of state and federal telecommunications needs and the ability to deliver thoughtful and actionable recommendations.

DOMAIN EXPERTISE – business and network development focused on municipal and international opportunities. End to end sales and operational management including pricing, contract negotiations, franchise/rights of way negotiation, and network construction. Extensive experience with mergers and acquisitions, product strategy and development. Appointed by FCC Chairman Tom Wheeler to Board of Directors of USAC, in January of 2016.

EMPLOYMENT HISTORY

Principal Technical Business Developer – May 2017 to Present
Amazon Web Services – Boulder, CO

- Defining cross-functional fiber network strategies, partner engagement and solution design
- North & South American network design and development
- Principal for fiber network partnerships, and network connectivity

Director of Network Strategy and Development – Sept 2014 to April 2017
Zayo Group – Boulder, CO

Acting as Zayo's subject matter and solutions expert for municipal engagements and public private partnerships and responsible for associated fiber network strategy and development. Team responsible for

- Identifying, qualifying and negotiating all required franchise agreements.
- Targeting, engaging and managing all potential permitting agencies and right of way owners/partners
- Negotiating purchase and sales agreements with cities, municipalities, K-12 districts, etc., from RFP to closed sale
- Public sector partnership strategies, public private partnerships
- Identifying opportunities for cost optimization and time to market improvements

Key Accomplishments

- Large fiber sales and significant network expansion (300+ route miles) to City of Fort Worth and City of Denver in 2016
- Partnerships with City of Phoenix, City of San Francisco for ROW and franchise agreements for duct, conduit and aerial attachment agreements
- Created public/private partnership model for all product and sales teams to leverage when interacting with municipal customer. This has resulted in more qualified sales opportunities, reduced project costs by more effectively leveraging existing assets, and improved install time for dependent business lines

Product Lead, Zayo Europe – June 2012 to Sept 2014
Zayo Bandwidth – Louisville, CO

General-manager role with direct cross functional responsibility for Zayo's European business unit operating across five European countries, including Atlantic subsea assets. Worked closely with international municipalities to expand Zayo's European network.

- Responsible for European Business Unit financial performance of over \$60m in annual revenue, and 35% annual EBITDA growth.
- Owned end to end product life cycle including product strategy, development and marketing, internal and external stakeholder management, and go to market sales and customer engagement.
- Owned end to end product operations including product definitions, pricing strategy and guidelines, competitive analysis and development of strategic and financial objectives to guide promotions and programmatic marketing campaigns
- Owned all business cases development for product enhancements/technical developments

Key Accomplishments

- Managed first and largest international acquisition and integration for Zayo – fully integrated all processes, systems and fiber/IP/wave network layers within six months.
- EBITDA growth of 35% after consistent flat performance pre-acquisition

Product Manager – Nov 2010 to June 2012

Zayo Bandwidth – Louisville, CO

Program management role focused on end to end product performance for dark fiber, Ethernet, IP and wave products.

- Managed end to end product life cycle from strategic planning to implementation and production support and overall FP&A. Ownership of product definitions, product design, positioning and value proposition development, pricing strategy and guidelines, competitive analysis, development of strategic and financial objectives to guide promotions and programmatic marketing campaigns
- Responsible for financial and operational analysis, and project management of recommendations resulting from such analysis
- Responsible for enabling sales and operational teams to effectively sell/support products by providing appropriate product positioning, messaging, pricing, tools and operational expectations.
- Proactive and regular interaction with key customers to ensure products meet the needs of the market
- Ownership of business cases for product enhancements/technical developments

Product Manager – Sep 2009 to Nov 2010

Level 3 Communications – Broomfield, CO

Program management role focused on end to end product performance for Voice products.

- Managed end to end product life cycle from strategic planning to implementation and production support and overall FP&A health. Ownership of product definitions, product design, positioning and value proposition development, pricing strategy and guidelines, competitive analysis, development of strategic and financial objectives to guide promotions and programmatic marketing campaigns
- Championed new ideas and promote current products to align with the company's growth strategies for both commercial and wholesale voice.
- Analyzed customer needs, technology trends, and competitive landscape for voice traffic to drive requirements for both current and future products.

- Developed product requirements, standards and processes that align with financial goals, customer needs, and corporate strategies and objectives. Manage internal/external customer, stakeholders throughout development initiatives.

Senior Planner – Switched Access Strategy – Jan 2008 to Sep 2009

Level 3 Communications – Broomfield, CO

Program management role focused on the management of all aspects of Switched Access Planning across the company's various telecommunications platforms.

- Developed opportunities to maximize gross margin and reduce network expense for the Access Planning organization
- Performed economic analysis including internal rate of return , discounted payback period, net present value, inter-carrier compensation, IXC, FGD, co-carrier, toll free, enhanced (VOIP) and local exchange carrier, LERG, tariff rates, cost-benefit analysis, and break-even analysis
- Manage project work streams collaboratively across multiple organizations including operations, engineering, finance and legal

Emerging Opportunities Manager – Corporate Strategy – Nov 2006 to Jan 2008

Level 3 Communications – Broomfield, CO

Program manager role focused on developing untapped customers or market segments from business case modeling to execution, including customer and marketing launches of Wholesale Telecommunications Voice and Data products.

- Responsible for research and analysis on potential new ventures, for evaluation and recommendation regarding strategic partnerships and acquisitions across Level 3's wholesale telecommunications group.
- Developed market entrance strategies, sales processes and sales collateral for four distinct product sets
- Analyzed merger and acquisition targets focusing on intellectual property, human capital and ease of potential integration.

Senior Product Analyst – Wholesale Voice Services – Jun 2005 to Nov 2006

Level 3 Communications – Broomfield, CO

Project management role focused on end to end product performance for Wholesale Voice products.

- Responsible for end to end product life cycle analysis. Inclusive of assisting with customer and vendor contract negotiations, product pricing strategy, P&L analysis across products, business case development, revenue planning and revenue assurance.
- Six Sigma revenue assurance Project Leader

Senior IT Analyst – Aug 2004 to June 2005

Level 3 Communications – Broomfield, CO

Project management role focused on in depth research, analysis, process engineering and execution for IT Sarbanes Oxley compliance project

- Primary owner of new Sarbanes Oxley compliant IT processes and documentation

- Coordination and implementation of audit and monitoring of IT Sarbanes Oxley compliance
- Management and root cause analysis of production support incidents, leading to the development and implementation of new procedures
- Developed a new training program that reduced user training based trouble incidents by 25%

EDUCATION

Bachelor of Arts - Economics

Lewis & Clark College, Portland, OR

Multidisciplinary major encompassing business, general economic theory, managerial accounting, legal communications, resource allocation, advanced statistical analysis, labor and international economics

REFERENCES furnished upon request.